

FIN - SOLE SOURCE

Status
MANAGER

Requesting Department: *
UTILITIES

Submitted By:
Angela Sparks

Date Created
09/08/2025

Vendor Name:
CUES INC

Address:
3600 RIO VISTA AVE

E-mail:
SROME@CUESINC.COM

Phone:
8003277791

Price
\$40,000.00

Account String *
400-36013-546102-36-70-536030-000-000

Description

EQUIPMENT REPAIR AND MAINTENANCE FOR CUES CAMERAS AND ELECTRONIC EQUIPMENT.

1.) Uniqueness of vendor’s item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

CUES EQUIPMENT IS PROPRIETARY AND SOLELY SUPPLIED, MANUFACTURED, MAINTAINED AND SERVICES BY CUES, INC.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

THERE ARE CURRENTLY NO OTHER PRODUCTS ON THE MARKET THAT ARE COMPATIBLE WITH CUES EQUIPMENT.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

AS TECHNOLOGY ADVANCES IN THIS FIELD, WE WILL CONTINUE TO RESEARCH COMPANIES AND EQUIPMENT THAT HAVE THE CAPABILITY OF MEETING OUR DEPARTMENTAL NEEDS. RESEARCH WOULD INCLUDE COST, SPECIFICATIONS, AND RELIABILITY.

Attachments (2)

FIN - ATTACHMENTS - SOLE SOURCE

- [EQUIPMENT REPAIR AND MAINTENANCE FOR CUES CAMERAS AND ELECTRONIC EQUIPMENT.](#)

- [EQUIPMENT REPAIR AND MAINTENANCE FOR CUES CAMERAS AND ELECTRONIC EQUIPMENT.](#)

Approval: Budget

Jennifer Waters

Date

9/8/2025
7:50:33
AM

Approval: Procurement Buyer

Andrew Byrnes

Date

9/12/2025
1:31:31
PM

Approval: Director

Jeff Pearson

Date:

09/29/2025
5

Approval: Procurement Manager
Wanda Roop

(not to exceed
\$50,000.00)

Date
09/29/202
5

Approval: City Manager

(not to exceed
\$100,000.00) without
Council Approval

Date

Procurement Staff

**Procurement Staff
Assigned**
abyrnes

**Council Agenda
Date**

Council Action

Resolution #

Purchase Order #

Procurement Comments:

Procurement Manager notes: Additional information on the attached memo. Governed by Procurement Ordinance Section 2-144 (c) Sole and Single Source purchases (2) (a)

Council authorization required if exceeding \$100,000.00



CUES



August 27, 2025

VIA EMAIL: asparks@capecoral.gov

Cape Coral Utilities

Angela Sparks
1015 Cultural Park BV
Cape Coral, Florida 33990

Re: Sole Source Letter – FY 26

Dear Angela,

CUES, Inc. is the sole source direct provider for all CUES CCTV Equipment, Services, Parts, and Support for the entire state of Florida.

Furthermore, we are the sole CCTV equipment manufacturer located physically in the state of Florida. While other manufacturers may claim to be within the state, they do so through 3rd party dealerships and manufacturer's representatives and are not themselves located in Florida to service and support your account. Other vendors may claim to be able to work on CUES equipment but CUES, Inc. itself is the only authorized provider of sales, service, and support for CUES equipment. Any use of a vendor outside of CUES, Inc. that modifies, services, or provides technical parts may risk voiding any applicable CUES, Inc. warranty.

If you already own CUES equipment, we are the sole provider that is directly compatible with all your existing equipment. CUES is the only manufacturer to offer a 100% full circle compatibility where all existing mainline cameras and transporters are 100% compatible with any new/future CUES, Inc. equipment purchase. This full circle compatibility allows older equipment to work on newer TV systems and newer equipment to operate on some older systems.

We are the sole manufacturer and supplier of OEM (Original Equipment Manufacturer) products/parts for all CUES, Inc. Systems and Product Line. No other vendor or manufacturer offers CUES, Inc. Equipment or Authorized Service in the entire state of Florida.

100% Full Circle Compatibility Notice

Our current product offerings for Cameras, Transporters, Footage Systems, and GraniteNet Software are 100% compatible with existing CUES TV equipment.

Sincerely,

Stuart Rome | Regional Sales – South Florida | CUES, INC. | **m:** 407.784.0568 | **e:** srome@cuesinc.com